

South Dakota Lottery

Commission Meeting

September 14th, 2018



**SOUTH DAKOTA
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A DIVISION OF THE SOUTH DAKOTA DEPARTMENT OF REVENUE

Executive Director Comments



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- Personnel
- FY2018 Audit
- RFP Update



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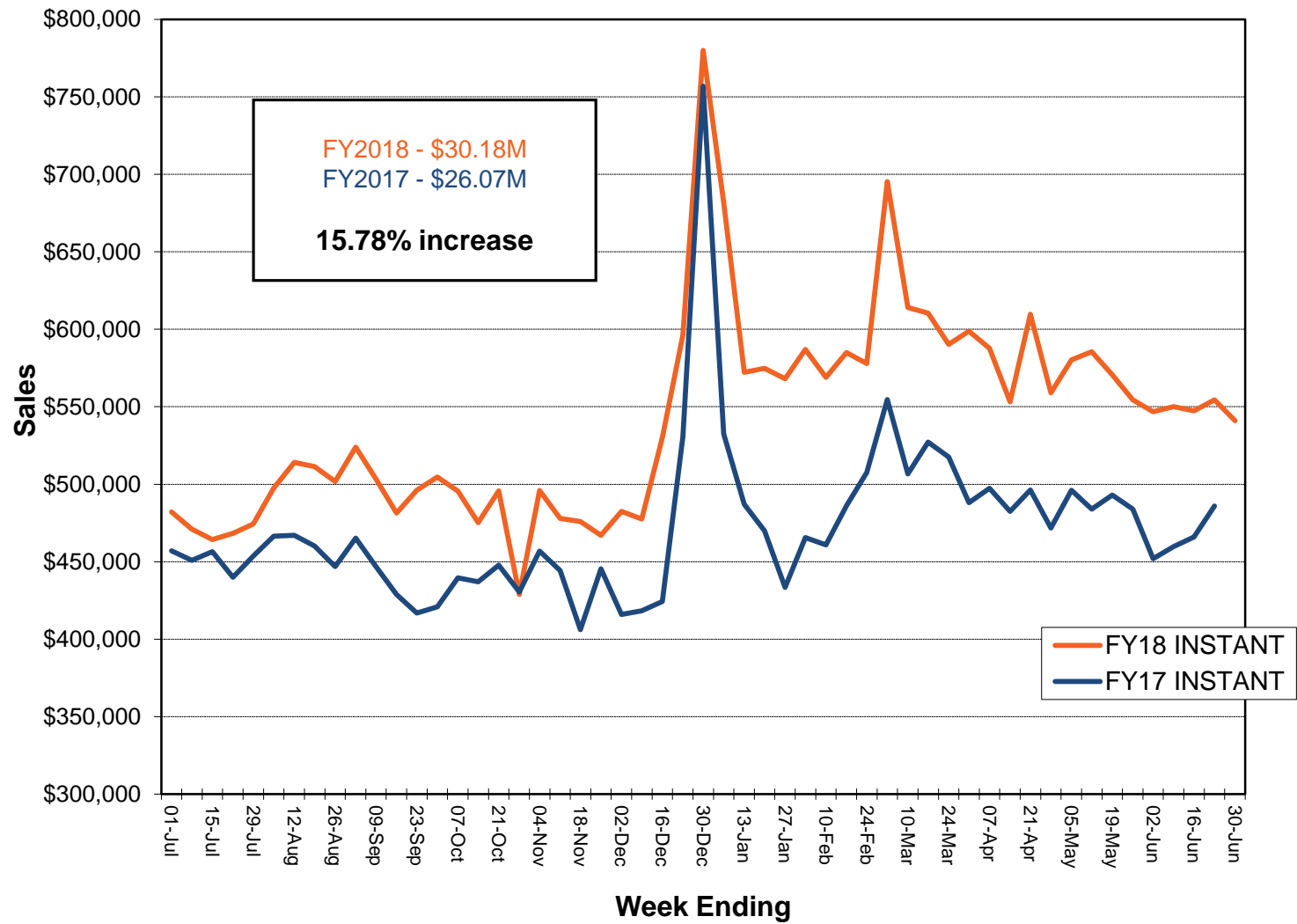
FY18 Sales and Transfers Report



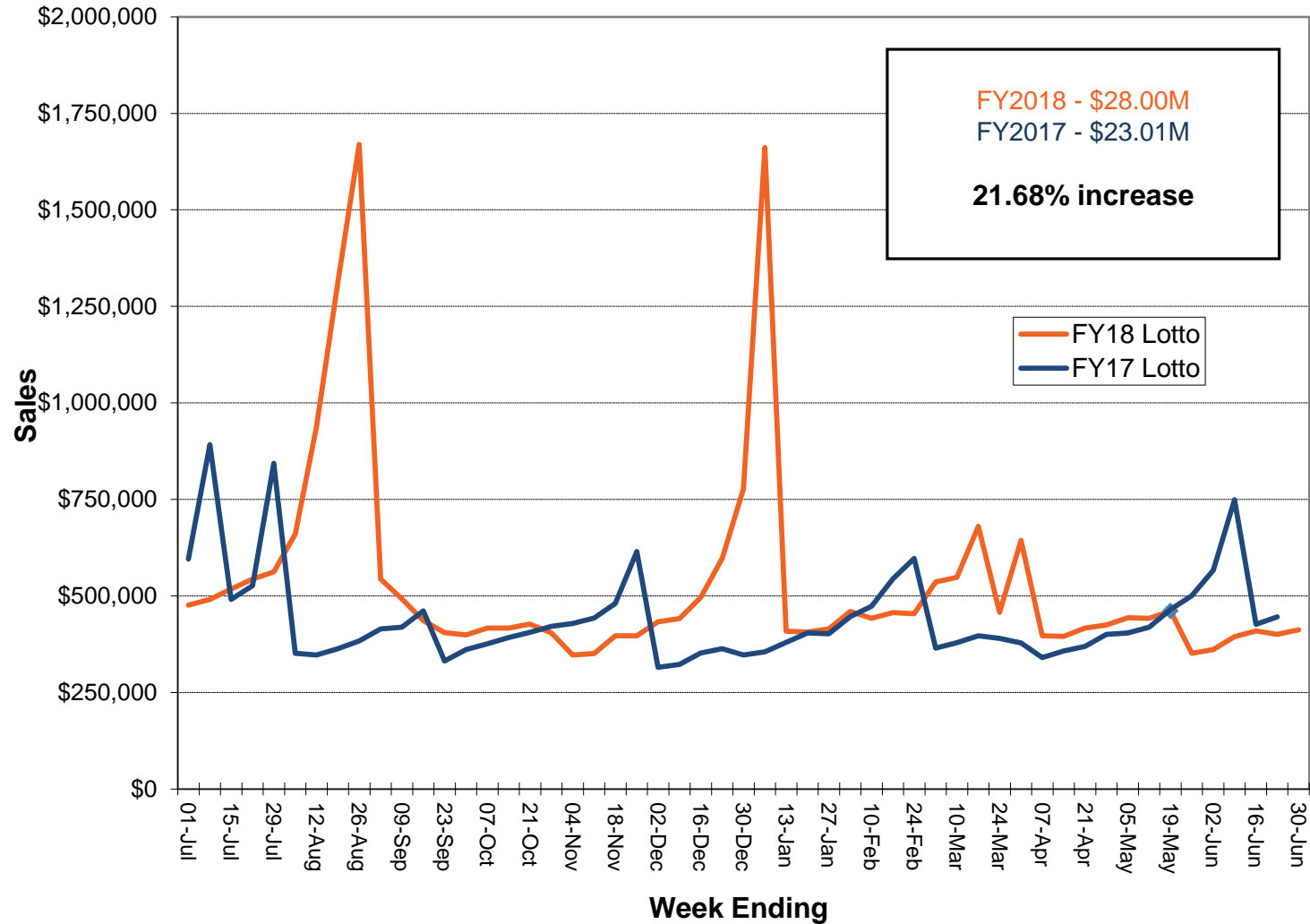
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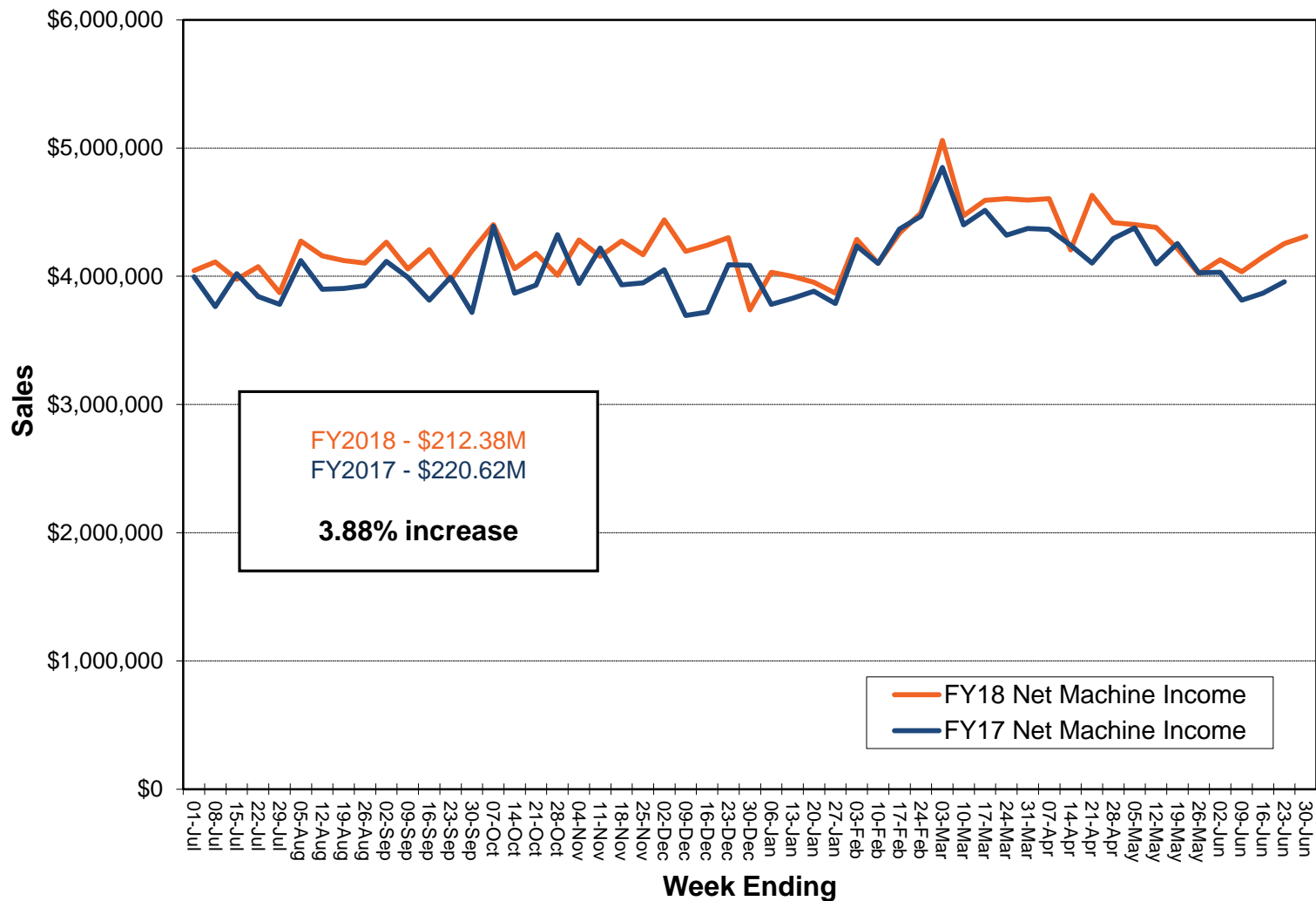
Instant Ticket Sales



Lotto Sales



Net Machine Income



Revenue Transfers

Instant

- General Fund
 - \$6.4 million

Lotto

- General Fund
 - \$1.4 million
- Capital Construction Fund
 - \$5.8 million

Video

- General Fund
 - \$109.8 million



FY 18 Product Review



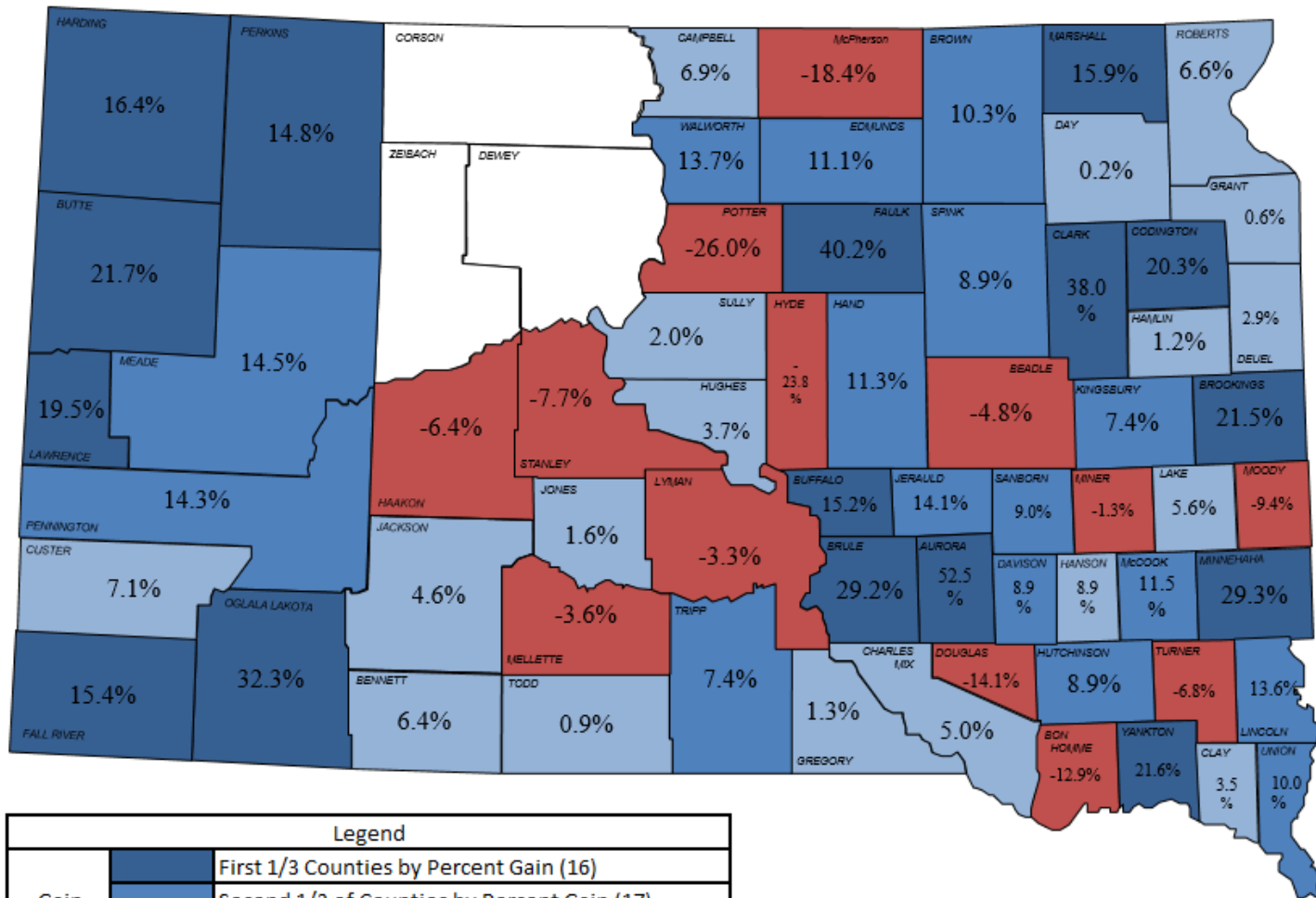
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Total Fiscal Year Instant Sales



YoY % Change in Instant Sales



Legend		
Gain	Dark Blue	First 1/3 Counties by Percent Gain (16)
	Medium Blue	Second 1/3 of Counties by Percent Gain (17)
	Light Blue	Last 1/3 of Counties by Percent Gain (17)
N/A	White	No Instant Sales
Loss	Red	Counties by Percent Loss (13)

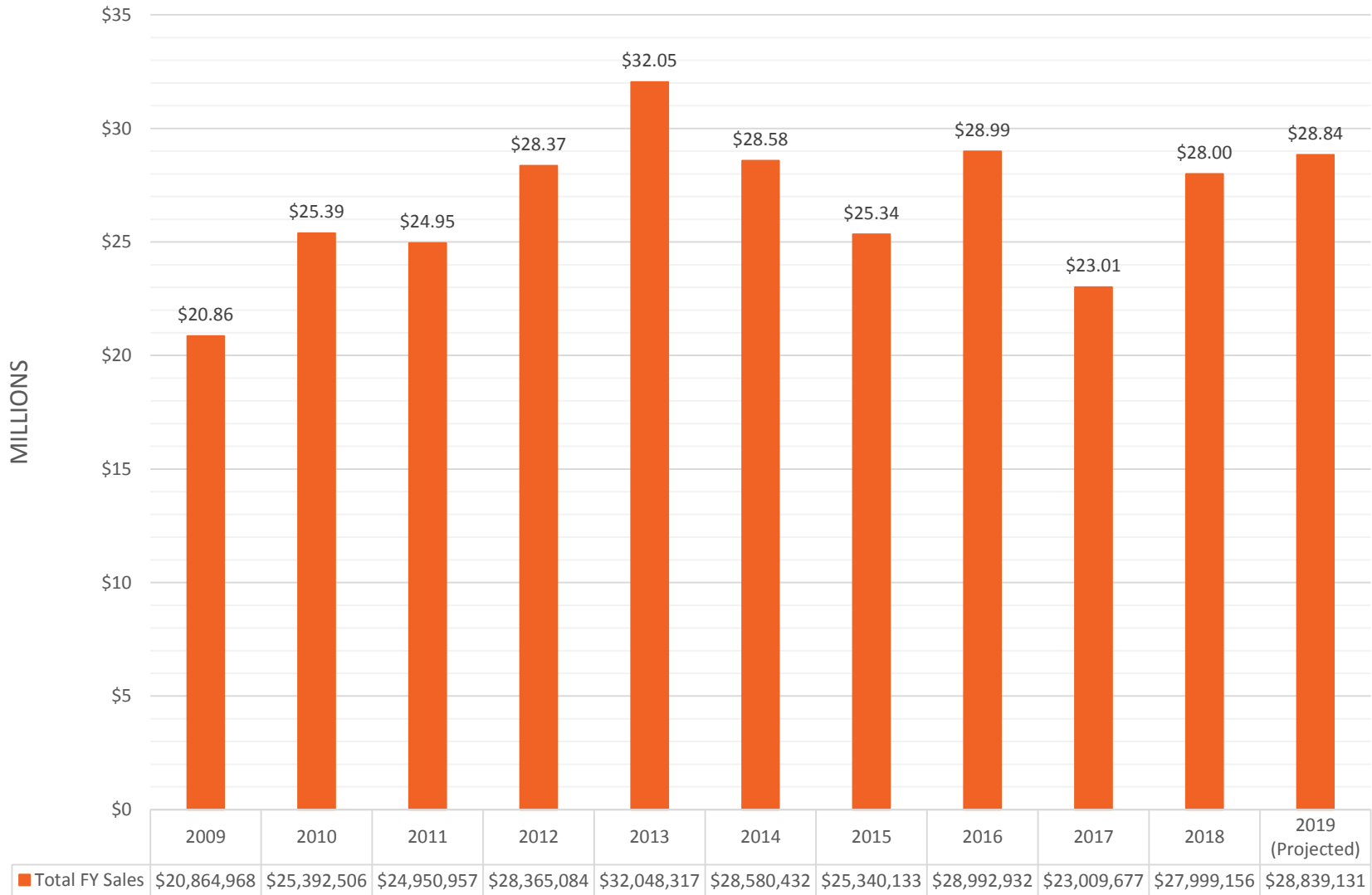


Top Instant Ticket Markets

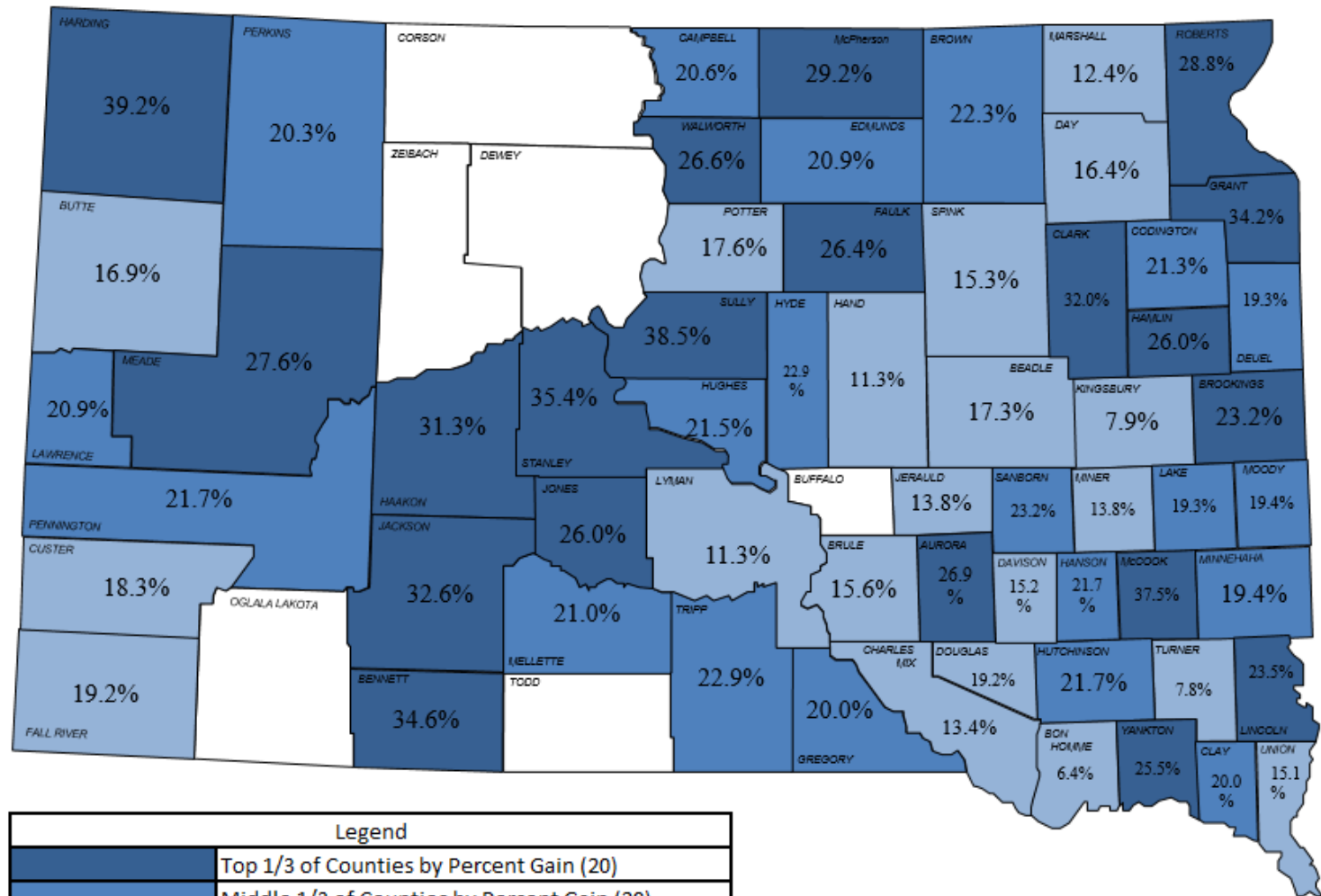
City	FY17	FY18	\$ Change	% Change
SIOUX FALLS	\$6,263,159	\$8,102,204	\$1,839,045	29.36%
RAPID CITY	\$3,443,804	\$3,954,134	\$510,330	14.82%
WATERTOWN	\$991,215	\$1,181,558	\$190,343	19.20%
ABERDEEN	\$1,001,749	\$1,112,019	\$110,270	11.01%
BROOKINGS	\$697,554	\$848,110	\$150,556	21.58%
MITCHELL	\$772,890	\$841,463	\$68,573	8.87%
YANKTON	\$589,876	\$711,347	\$121,471	20.59%
PIERRE	\$666,488	\$690,628	\$24,140	3.62%
SPEARFISH	\$491,611	\$627,842	\$136,231	27.71%
HURON	\$574,059	\$554,000	-\$20,059	-3.49%
Rest of the state	\$10,620,989	\$11,672,484	\$1,051,495	9.90%
State Total	\$26,113,394	\$30,295,789	\$4,182,395	16.02%



Total Fiscal Year Online Sales



YoY % Change in Lotto Sales



Legend	
	Top 1/3 of Counties by Percent Gain (20)
	Middle 1/3 of Counties by Percent Gain (20)
	Bottom 1/3 of Counties by Percent Gain (20)
	No Online Sales
	County by Percent Loss (0)

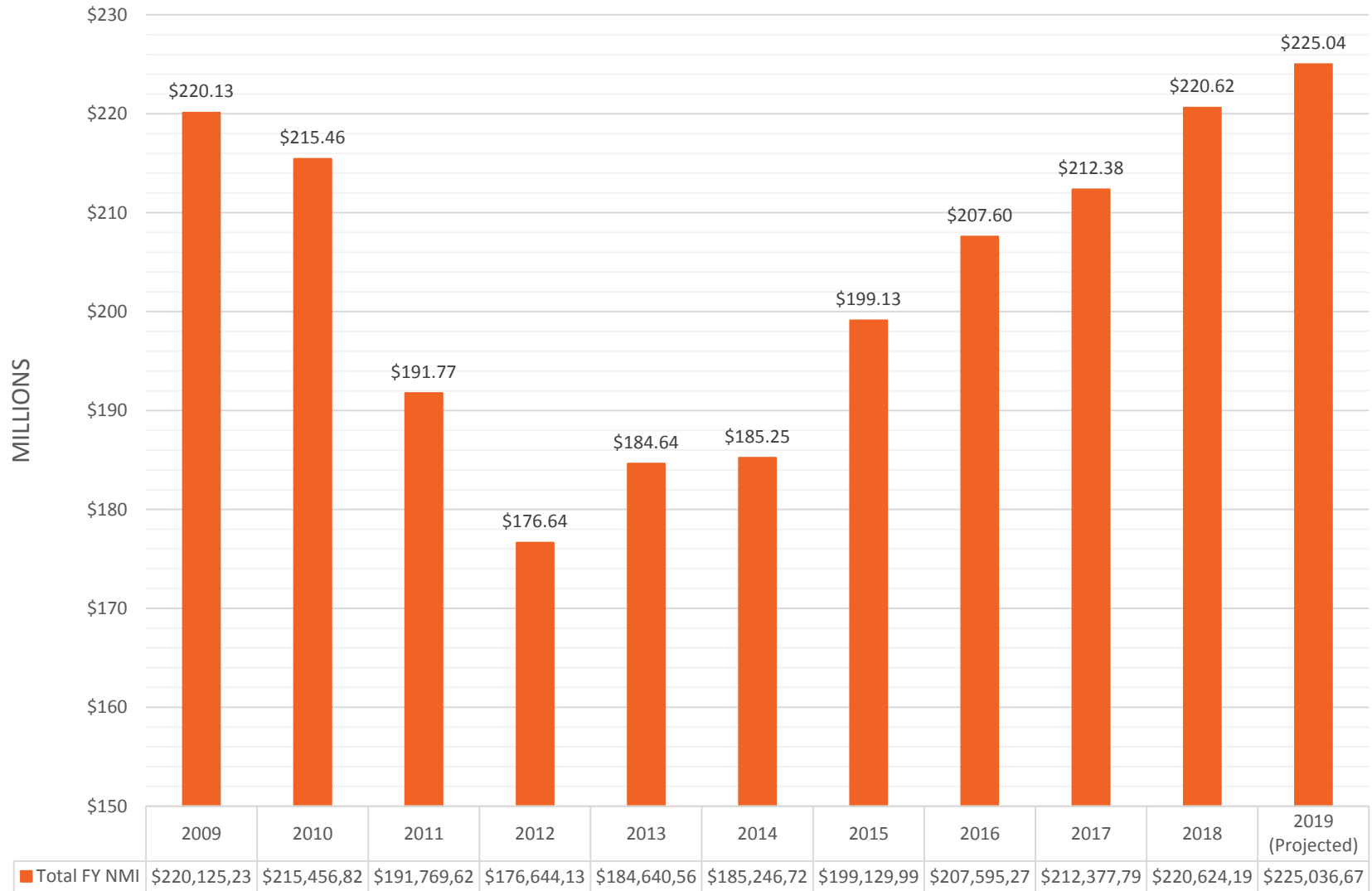


Top Lotto Ticket Markets

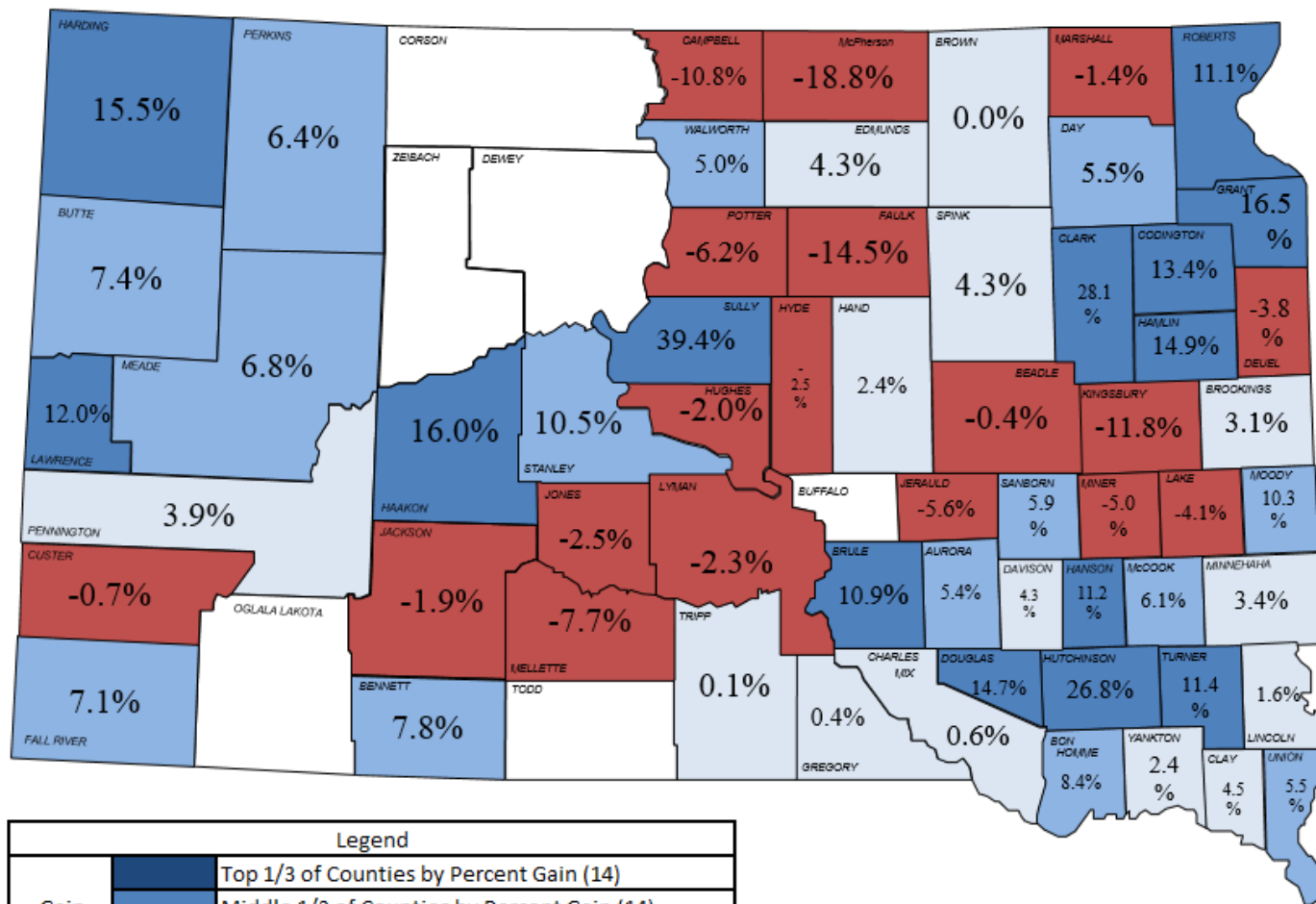
City	FY17	FY18	\$ Change	% Change
SIOUX FALLS	\$5,114,569	\$5,691,460	\$576,891	11.28%
RAPID CITY	\$3,071,847	\$3,480,473	\$408,626	13.30%
ABERDEEN	\$1,076,789	\$1,313,561	\$236,772	21.99%
WATERTOWN	\$1,103,507	\$1,256,166	\$152,659	13.83%
YANKTON	\$757,205	\$879,652	\$122,447	16.17%
MITCHELL	\$730,940	\$803,974	\$73,034	9.99%
PIERRE	\$680,787	\$776,407	\$95,620	14.05%
BROOKINGS	\$551,504	\$659,750	\$108,246	19.63%
SPEARFISH	\$548,984	\$641,187	\$92,203	16.80%
HURON	\$455,213	\$501,156	\$45,943	10.09%
Rest of the state	\$8,992,824	\$11,855,436	\$2,862,612	31.83%
State Total	\$23,084,169	\$27,859,222	\$4,775,053	20.69%



Total Fiscal Year Net Machine Income



YoY % Change in Net Machine Income



Legend	
Gain	Top 1/3 of Counties by Percent Gain (14)
	Middle 1/3 of Counties by Percent Gain (14)
	Bottom 1/3 of Counties by Percent Gain (14)
N/A	No Video Lottery
Loss	Counties by Percent Loss (18)

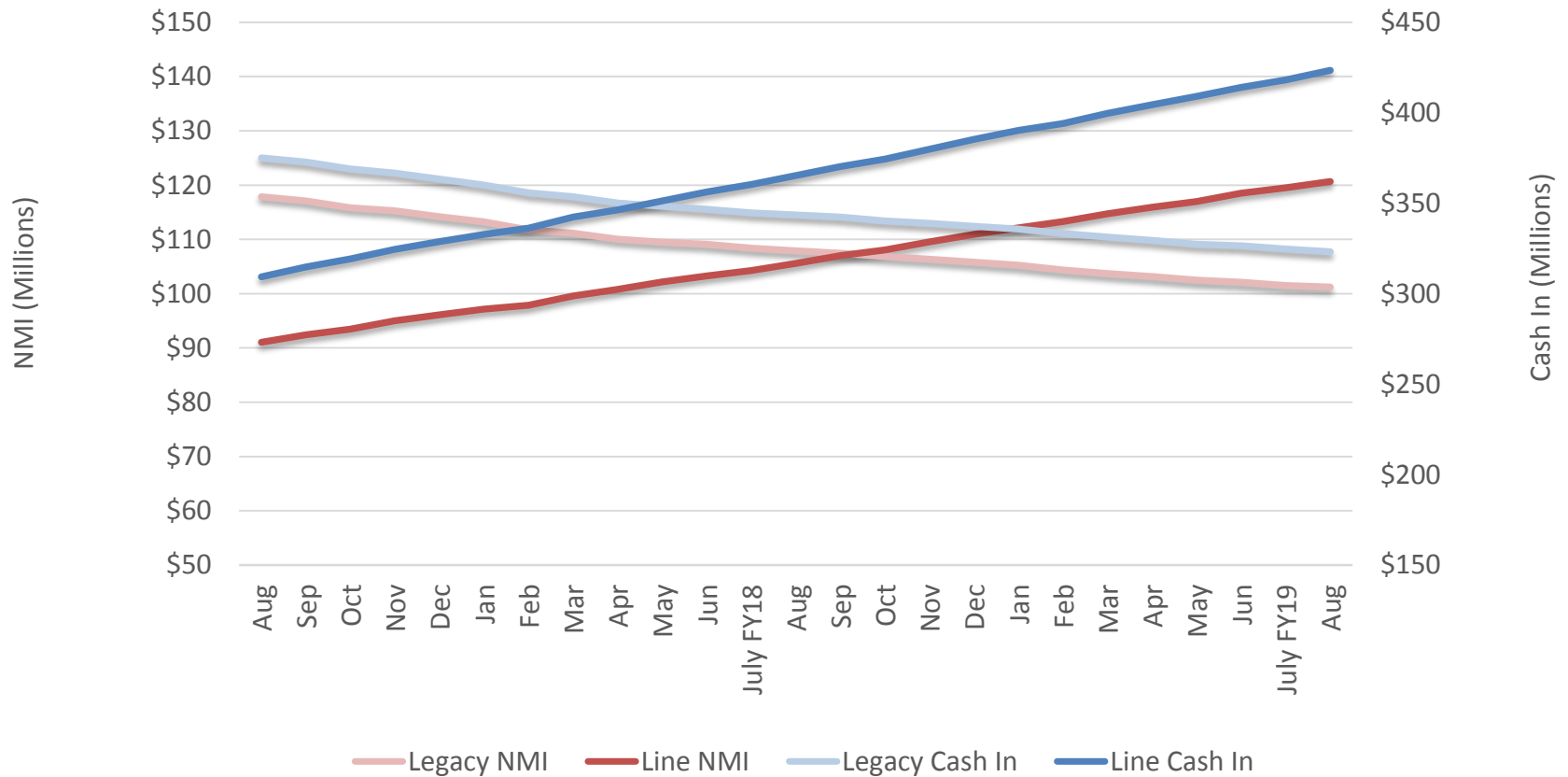


Top Net Machine Income Markets

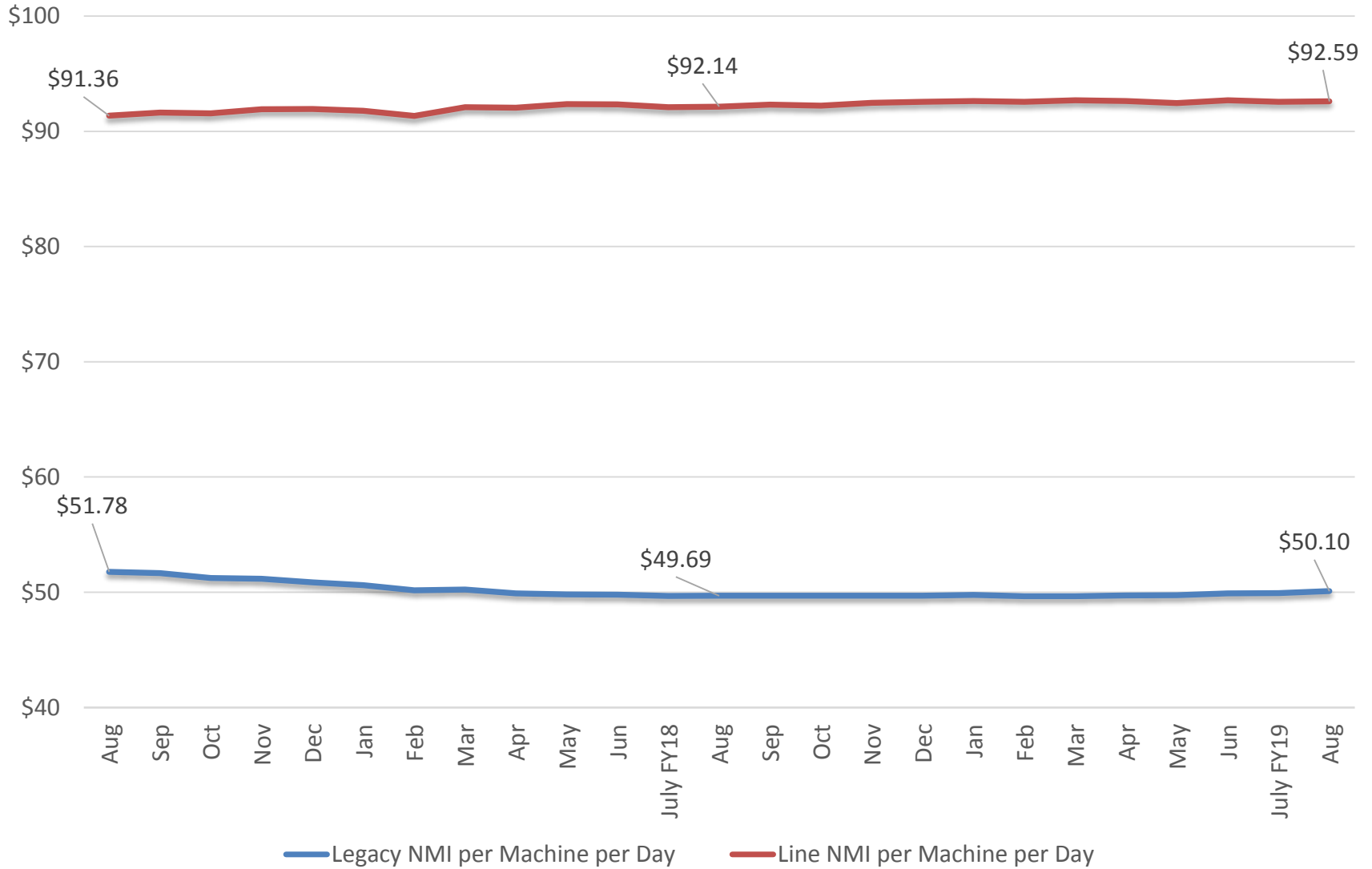
City	FY17	FY18	\$ Change	% Change
SIoux FALLS	\$55,197,326	\$56,712,533	\$1,515,207	2.75%
RAPID CITY	\$25,831,967	\$26,978,173	\$1,146,206	4.44%
North Sioux City	\$12,722,925	\$13,420,197	\$697,272	5.48%
ABERDEEN	\$12,478,349	\$12,435,321	-\$43,028	-0.34%
WATERTOWN	\$7,450,516	\$8,434,309	\$983,793	13.20%
YANKTON	\$8,073,570	\$8,274,051	\$200,481	2.48%
MITCHELL	\$6,763,493	\$7,031,286	\$267,794	3.96%
HURON	\$6,530,568	\$6,510,898	-\$19,670	-0.30%
PIERRE	\$5,729,330	\$5,590,993	-\$138,337	-2.41%
BROOKINGS	\$4,524,908	\$4,587,653	\$62,744	1.39%
Rest of the state	\$67,074,843	\$71,068,776	\$3,993,933	5.95%
State Total	\$212,377,795	\$221,044,189	\$8,666,394	4.08%



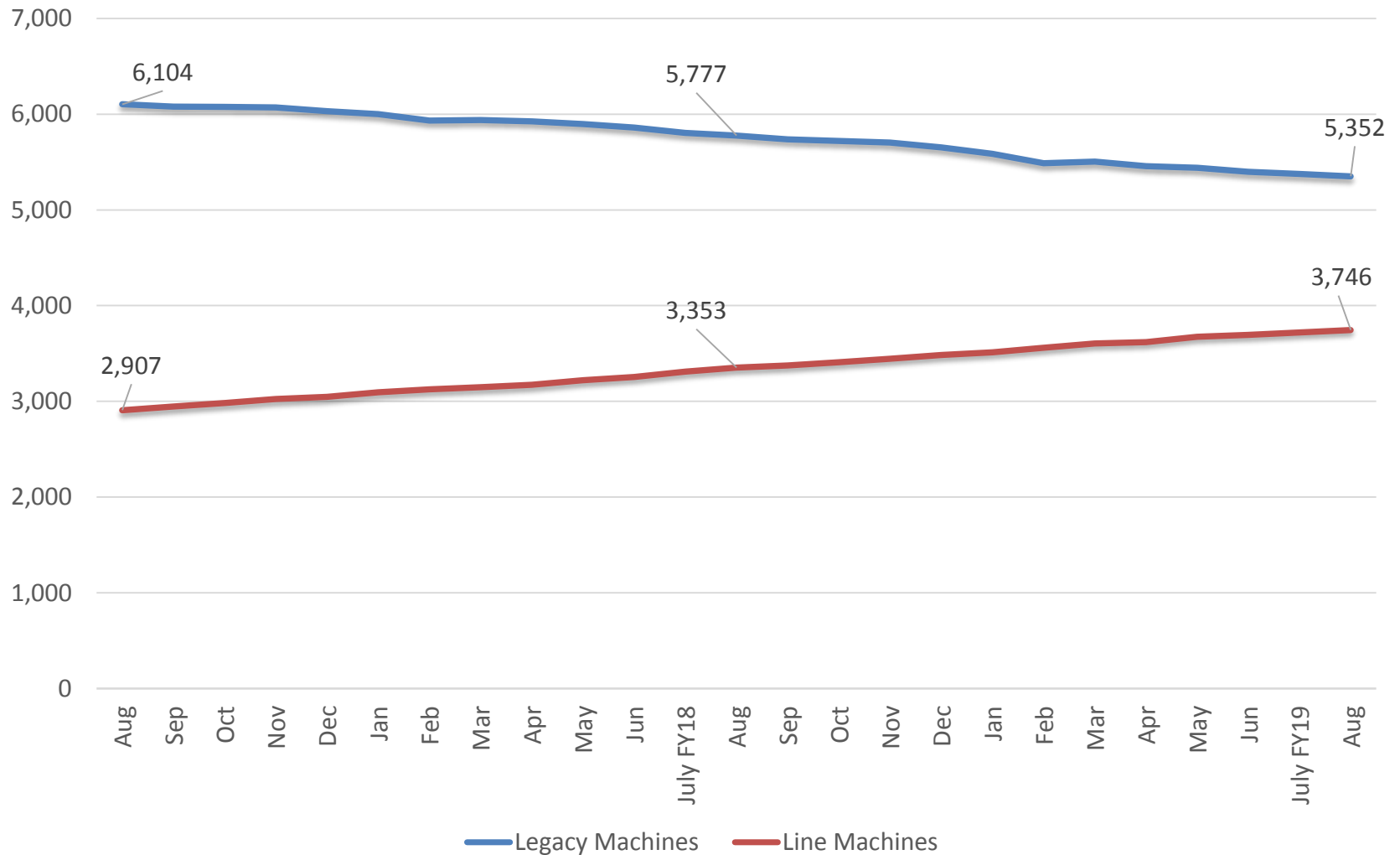
Cash In & NMI - Legacy vs. Line



NMI/Terminal/Day - Legacy vs. Line



Terminal Counts - Legacy vs. Line



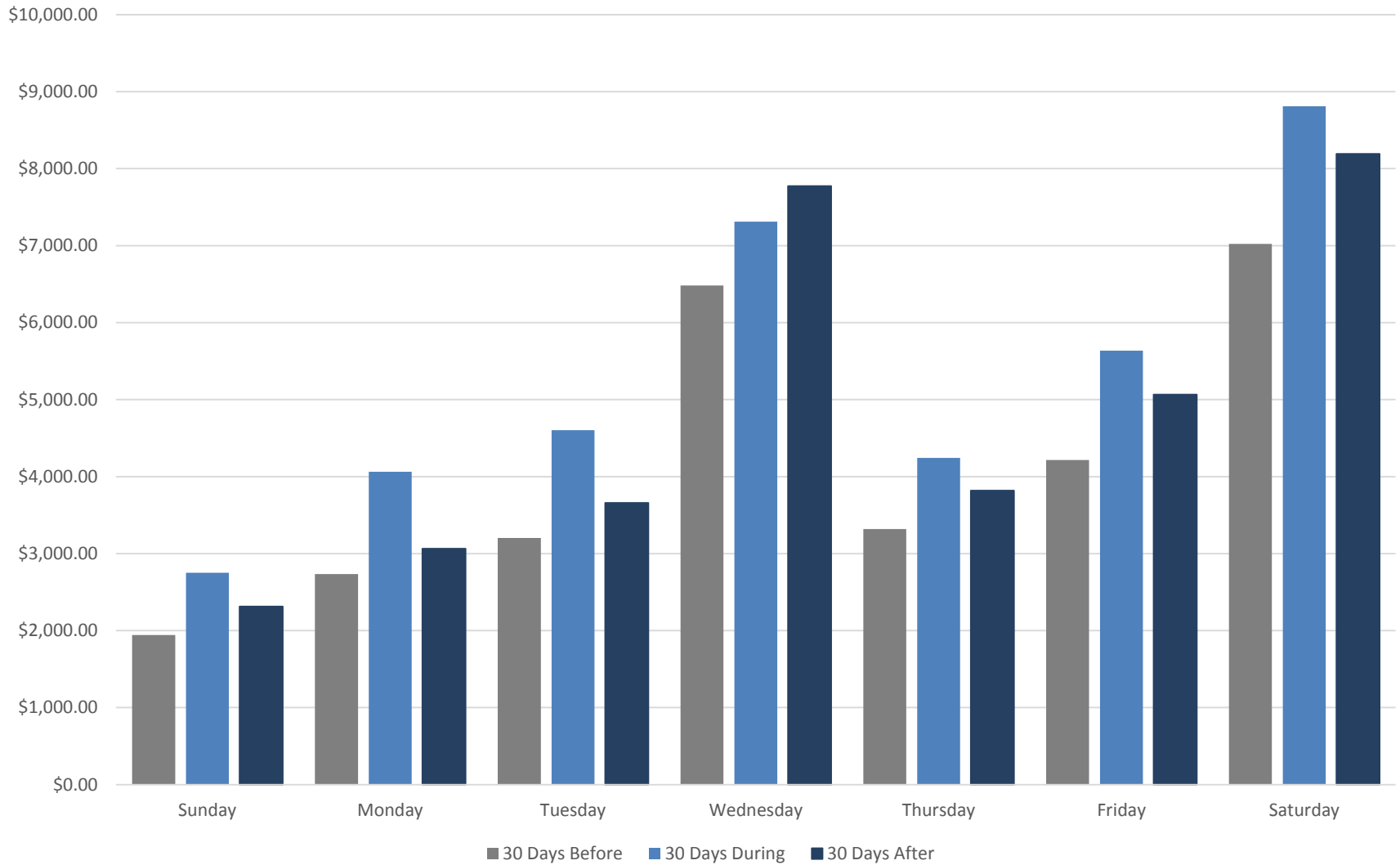
Sales and Public Relations/Advertising Report



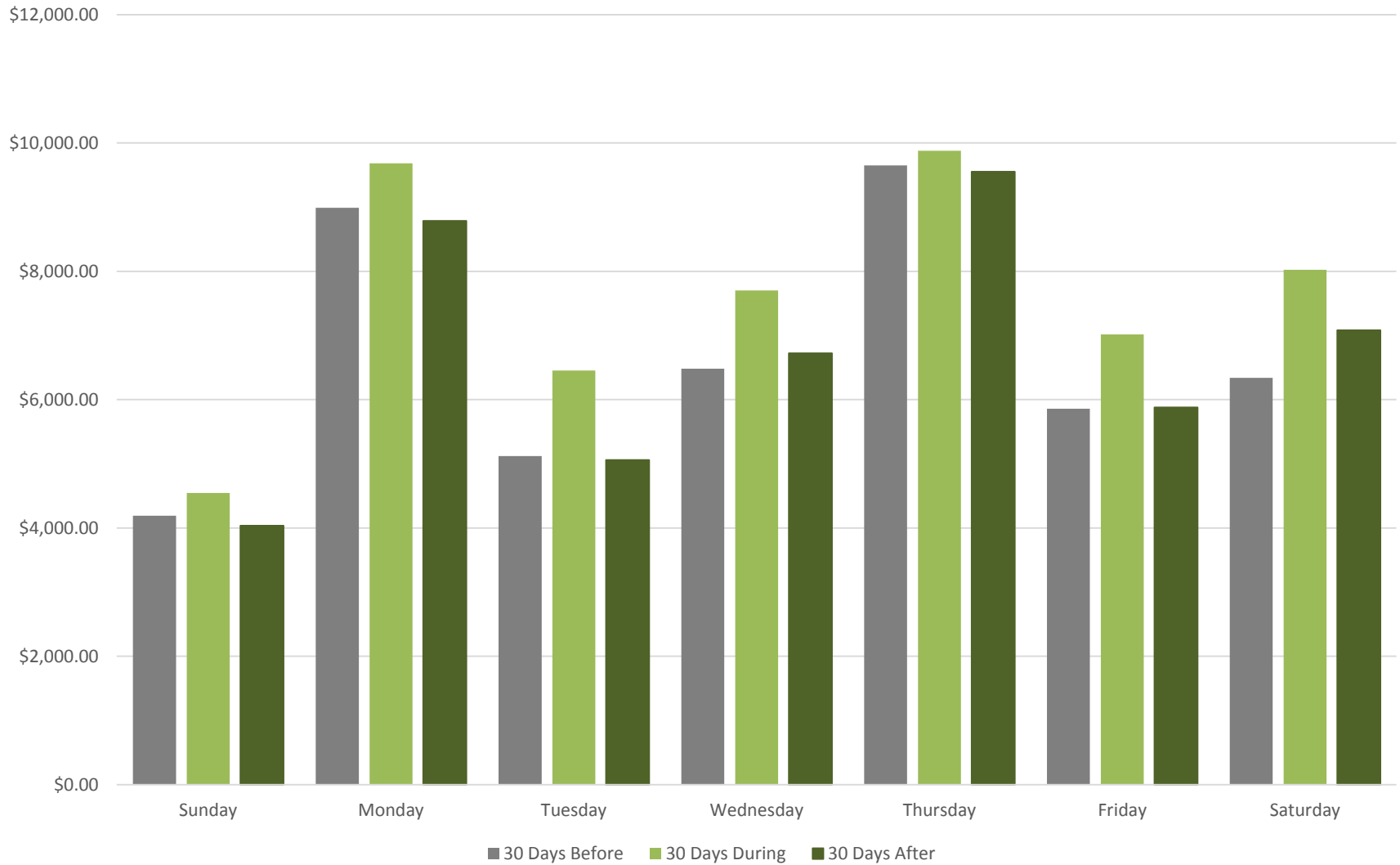
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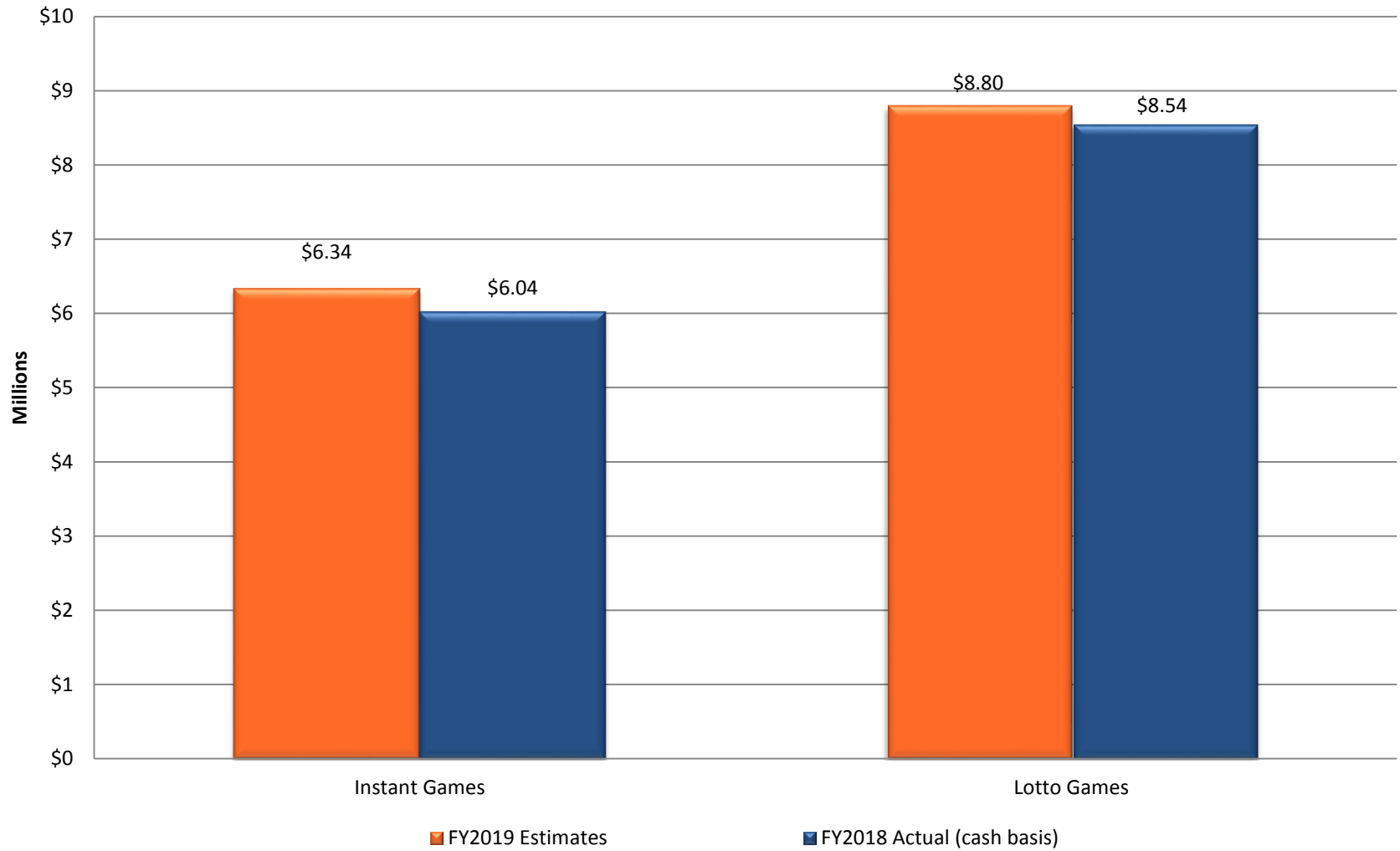
Average Lotto America Sales



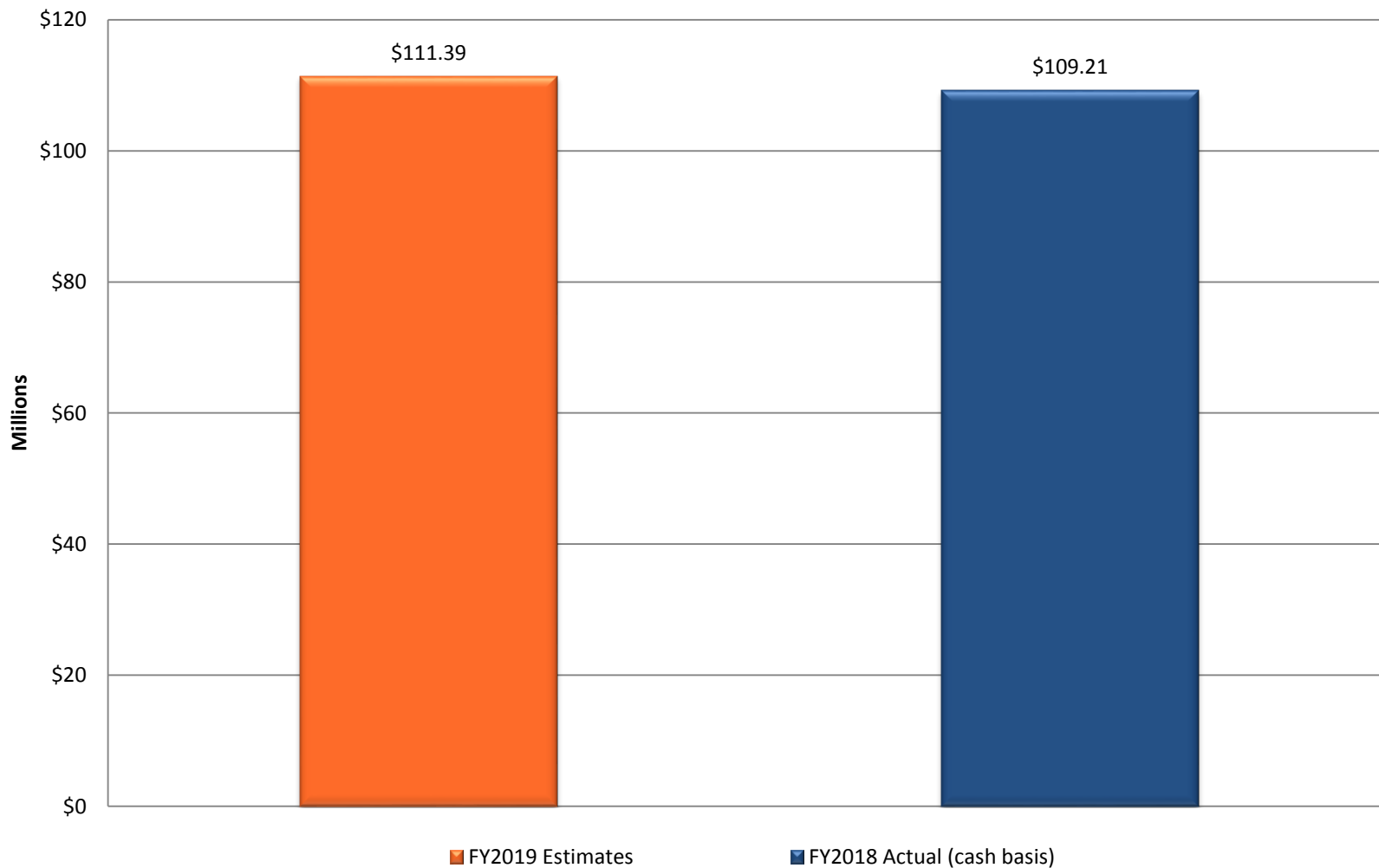
Average Lucky For Life Sales



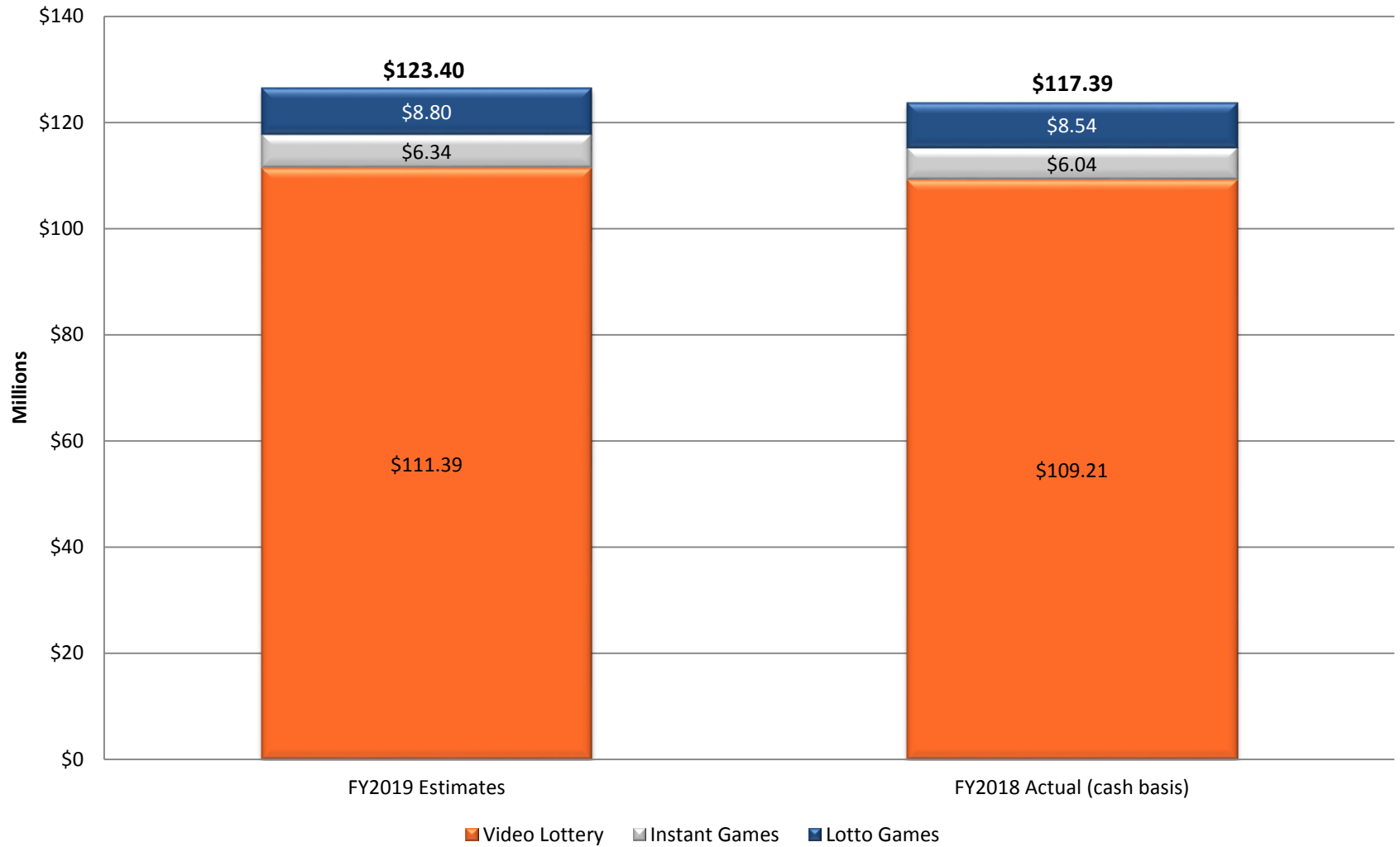
Instant and Online FY19 Revenue Projections As of September 7, 2018



Video Lottery FY19 State Share Revenue Projection As of September 7, 2018



Total FY19 Revenue Projections As of September 7, 2018





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